

RANDALL S. CLARK

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FACILITY MANAGER ~ PROJECT MANAGER

Facility Planning • Corporate Security Operations • Construction Management

Highly accomplished, creative facilities planner and manager with more than 15 years of experience planning, organizing, and coordinating facility expansion, renovation, relocation, maintenance, and construction. Expertise in automotive, energy, and consulting industries. Skilled in ensuring the total facility, down to the smallest detail, meets user needs while upholding corporate standards. Proven record of success in large multi-facility physical operations and management of complex project schedules with competing goals and budgets.

CORE COMPETENCIES

Project Management • Facilities Management • Real Estate Portfolio Management • Strategic and Tactical Planning • Budget Management • Team Leadership • Process Improvements • Change Management • Contract Negotiations • Account Management • Regulatory Compliance • Loss Prevention • Physical Security • Space Planning • Purchasing Management • Team Building • Coaching and Motivation • Facility Assessments

PROFESSIONAL EXPERIENCE

ENXCO, Escondido, California • 2009

Developer, builder and operator of state-of-the-art renewable energy projects.

Facility Manager

Responsible for all aspects of company facility management program.

- Currently leading acquisition and build out of new corporate offices in San Diego County, with a total project budget in excess of \$4M. Also leading acquisition and build out of new O&M facility in Palm Springs, budget yet to be determined.

MITSUBISHI MOTORS NORTH AMERICA, INC., Cypress, California • 2002-2009

Distributor and retailer of new automobiles and parts with 600 employees.

Manager of Facilities Operations

Led strategic facility planning and day to day facility management for North American operations which included 30 facilities and approximately 1.3M sq. ft. Administered \$7M annual budget and supervised team of 5 direct reports and over 80 vendors and 2 major contractors. Managed multiple construction projects from conception through implementation. Managed \$200M corporate real estate portfolio.

- Saved more than \$100K in annual energy costs by reducing headquarters campus utility usage 20% over 3 years. Upgraded building mechanical systems: installed more efficient air conditioning units, Title 40 cool roofing, energy management system, and more.
- Eliminated \$600K in annual operating costs by reconfiguring the HQ building to accommodate 20% more staff which enabled the closing of a leased facility. Completed the project within 90 days and a budget of less than \$300K.

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- Exceeded all expectations by constructing and commissioning a 10,000 sq. ft. design-build project in less than 60 days. Project included a design/build of a Georgia warehouse and close/ relocation of a Florida facility, and a project budget of \$500K.
- Achieved Tier III C-TPAT physical security status with Department of Homeland Security by improving physical security procedures and access control systems.
- Established a perfect ten year record of zero environmental fines or penalties by maintaining full compliance with state and federal environmental regulations. Completed three environmental remediation projects in response to regulation changes.
- Recognized by the American Red Cross for excellence in Disaster Recovery and Emergency Preparedness. Cited as a model in the Orange County market area.

FACILITIES WEST, INC., Phoenix, Arizona • 2000-2002

Facilities management firm providing scalable outsourced services to multiple clients.

Project Manager

Managed oversight for space plans, architectural drawings, engineering requirements, and selection of materials for construction process. Led diverse projects, to include design, construction, decommissioning, and relocation projects in California, Colorado, Arizona, Michigan, and Massachusetts.

- Successfully managed \$4.5M renovation of three-building, 250K sq. ft. Orange County campus, to include space planning, building systems analysis/design, and construction management. Completed project under budget and in advance of timeline.
- Awarded additional contract and requested to serve as Project Manager for new 30,000 sq. ft. design laboratory. Led property selection, contractor selection, management of \$500K budget, construction, installation, and commissioning. Success in this project led to additional project of \$250K.
- Constructed and commissioned small computer center in high-rise building in Toronto, Canada.

FORESHOCK, INC., Irvine, California • 2000

Internet service provider with 200 employees; company closed in 2000.

Facilities Manager

Managed facility utilization of 25,000 sq. ft. office of start-up ISP, directing all operations, maintenance, and security functions. Developed and administered annual budget of \$500K.

- Led full life cycle of office installation, to include relocation and commission of all IT systems, furniture, security, and daily infrastructure.

DAY RUNNER, INC., Fullerton, California • 1996-2000

Manufacturer and retailer of personal organizers and calendar products with 400 employees.

Manager, Facilities and Services

Oversaw all physical operations at 225,000 sq. ft. corporate headquarters, including office services, executive services, maintenance, and security. Managed \$2M operating budget and 6 direct reports.

- Designed and executed \$1M tenant improvement project to manufacturing / distribution facility to allow executive and sales functions to move into expanded office space.

CAREER NOTES: Project Management and R&D Officer in U.S. Air Force and Army.

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EDUCATION

Coursework toward JD – University of Nebraska, College of Law – Lincoln, Nebraska
Bachelor of Arts – Cameron University – Lawton, Oklahoma

PROFESSIONAL AFFILIATIONS

International Facility Management Association (IFMA)
American Red Cross